

**QUESTIONS AND ANSWERS from PRE-PROPOSAL CONFERENCE held on
Thursday, July 31, 2008
FOR
REAL ESTATE AND FINANCIAL ADVISORY SERVICES
ID/IQ Solicitation No.: DCEB-DMPED-08-R-REALFIN**

1. How do we fill out the Labor Category chart?

A: The Labor Category Chart should be completed exactly as described.

2. How many panel members do you anticipate?

A: Between 3 and 5

3. How much % is set aside for CBE?

A: Only CBEs are being solicited for this requirement.

4. Can small firms JV with large firms?

A: CBEs (inclusive of certified small firms) may partner with large firms or none CBEs if the CBE is capable of reflecting that it will be performing at least 51% of the work or proposing at least 51% of the required resources.

5. Will there be another round of solicitations for these services in the future?

A: Not anticipated at this time

6. Will you split the Contract if one firm provides Real Estate Advisory Services and the other only Financial Services?

A: Only one contract will be awarded to a given company. A company may be awarded either both tasks or one task.

7. At the pre-bid meeting, the District stated that the CBE firm can partner with other firms that are not CBE's, is this correct?

A: See answer to Question #4 above.

8. For each task, do we submit a separate proposal? So that would be 1 original and 5 copies for Task 1 and 1 original and 5 copies for Task 2?

A: No. One proposal should address the task(s) proposed to be performed

9. Do LSDBE/CBE firms that are currently on the AWC/DMPED IDIQ list need to also respond to the recent RFP specifically for CBE's? Will current firms on the IDIQ list be considered for opportunities announced for this list?

A: CBE contractors currently on the "AWC/DMPED IDIQ List" should not respond to this solicitation. This solicitation is issued to expand the availability of CBEs. The existing ID/IQ shall continue in accordance with the terms and conditions set forth within. Contractor's selected for this ID/IQ will be considered for the same opportunities as presented to all other pre-qualified CBEs.

10. Why is the District government undergoing this process again when there is a valid IDIQ contract awarded to small business and CBE businesses in place?

A: This solicitation is issued to expand the availability and utilization of qualified CBEs.